

IT WORKED IN BROWN COUNTY

The Iowa Merchants' Plan of Mail Order Competition

One of the biggest newspapermen in America is Merle Thorpe, head of the school of journalism at the University of Kansas, says the Hiawatha Daily World. He is not a theoretical talker but a common sense business man who knows what he is talking about. In a speech at Abilene recently he gave the merchants of that town some new ideas on how to keep trade at home.

Hampton, Ia., and Trenton, Mo., have tried a plan and in one year mail order shipments were decreased one-half.

That this plan will work in Brown county is shown by a recent experience of John Kinzie, who has a hardware and furniture store at Reserve. He had a pump jack that he could sell for 50c or a dollar less than the catalogs offered it, not counting the saving on postage and money order. He told people about it and sold it in a hurry. Now he has his window filled with articles on which his prices beat the mail order houses. A merchant in a nearby town remarked, "Why I could do the same thing," when he heard of Kinzie's sale, yet no one knew he could for he hadn't advertised that he had a good price on the article.

Down at Everest, the Marak Hardware and Furniture Co. has announced that it would sell any article listed in any catalog for the same price as that quoted in the catalog, and further that the store itself would guarantee every article sold.

Two different Hiawatha merchants have recently made comparisons and said privately that they could sell the same article for less money than out-of-town houses will, yet who knows about it, the public has not been told. Prof. Merle Thorpe knows what he is talking about; he is in demand all over the United States because his advice is level headed and sane. Why not try him out?

HERINGTON SUN BOOMS WITH REST OF THE TOWN

In according with the building, paving and all around boom which Herington is experiencing, the Sun issued last week a twelve page special edition. With a beautiful natural city park and other natural advantages that town always has had the first things of a beautiful little city, but hitherto, it seems that they never realized their possibilities for such improvements. Her rocky, hilly streets have always been an eye sore.

When her blocks of asphalt paving are laid, the contemplated boulevard completed, the telephone and telegraph wires put underground, and all the buildings that are in the course of erection completed, Herington can look without envy on her neighboring cities.

The Sun in the special edition has cuts of the new high school building costing \$40,000, Masonic temple being built at a cost of \$12,000, a new Carnegie library costing \$10,000, all of which are now under construction and also some of the beautiful residences which have been recently erected in Herington.

VICTOR BENDER WAS A HIGHLY ESTEEMED CITIZEN

The Galesburg, Ill., papers pay a high tribute to Victor E. Bender, whose death occurred last week. He was the father of Robert Bender, United Press representative at the White House, whose marriage to Miss Helen Sterl was a society event of last year. Mr. Bender was buried beside his wife who died about a year ago. Two children are left, Robert and Miss Victoria—both were present at their father's death and burial. Mr. Bender was a real newspaper man, a graduate of Knox college, a prize debater in his college days and owned many papers in his career. He owned the Council Bluffs Nonpareil when George Fitch was on its staff and later the Springfield, Ill., News which he sold recently, taking the secretaryship of the Springfield Commercial club. Over work in his new position weakened his health. Mr. Bender was singularly gifted, a fine and ready public speaker, a lucid writer, an interesting and congenial friend and companion, a man of high ideals. He had many acquaintances and friends in Abilene who appreciated his good qualities and are saddened by his death.

COUNTY RURAL CARRIERS MET

Route Men Got Together at Business Meeting and Banquet

The Rural Carriers' association of the county met in the civil service room of the federal building Saturday evening with 31 of the

carriers and postmasters of the county present. The report of the state meeting at Manhattan, was given by J. H. Dunlop of Detroit, the county delegate. E. L. Smith of Manhattan, secretary of the state association, gave the principal address of the evening.

The carriers discussed good roads and the general road conditions over the county as they found them. The postmasters from Herington, Enterprise, Solomon and the other surrounding towns having postoffices, attended the meeting and each gave short talks. S. H. McCullough, county commissioner, told the carriers of the road work that is being done by the county.

After the business session the postmasters, Mr. and Mrs. E. L. Smith and Mr. and Mrs. William Martin of Manhattan, were guests of the carriers at a banquet served at the Home Rule cafe.

KANSAS CITY PASTOR TO COME

J. A. Sinclair of Armourdale New Christian Preacher

Announcement was made to the Christian church yesterday that the call that they extended to J. A. Sinclair to become their minister had been accepted. Mr. Sinclair is at present minister of the Armourdale Christian church in Kansas City, Kan., having been with them for three years. Prior to this he was at Larned, Kan. There are three brothers in the Sinclair family who are preachers in charge of churches in greater Kansas City. The one who is coming to Abilene is a native of Ontario and a graduate of Eureka college in Illinois. His family consists of a wife and baby boy. They expect to begin work with the church here November 21.

The Rev. Hugh Lomax, who has faithfully served the members of the church during his pastorate here, will take up his new work in Kansas City the same date. The membership of the church has increased materially under the work of Mr. Lomax and the many friends of him and his family will be sorry to see them leave the community.

NOTHING TO A. O. U. W. RATE RAISE SAYS J. W. GRAYBILL

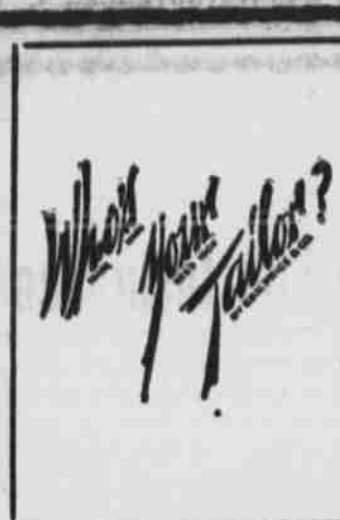
Grand Master Workman Is Emphatic in Denying Rumors

That there is any possibility of the A. O. U. W. of Kansas increasing its rates of assessments is positively denied by Dr. J. W. Graybill, Grand Master Workman. He declares there is not the slightest foundation for the reports that are being circulated in some sections of the state that it soon will be necessary for the A. O. U. W. of Kansas to increase its rates.

"When the A. O. U. W. of Kansas, seventeen years ago took an advanced step and adopted its present scale of rates," said Dr. Graybill in discussing the matter, "the members of other societies were practically unanimous in declaring that they were too high. The increase in rates at the time did work a hardship and the A. O. U. W. lost many members as a result of the change. The talk that was then made about the rates being too high did not help any at the time. Our only consolation is that we told the other societies at the time that they would sooner or later have to take the same step, and this is now being proved by the fact that a number of societies are now undergoing rate readjustment. The members of these societies are now saying that the A. O. U. W. of Kansas must raise its rates, forgetting that we fixed our advanced scale of rates in 1898 and have been operating successfully under it ever since that time."

"On October 1, 1908, ten years after the present scale of rates was adopted, the A. O. U. W. of Kansas had available assets of \$49,591.82. On September 1, 1915, the available assets of the A. O. U. W. of Kansas aggregated \$1,158,807.77, a gain of \$719,215.95 in seven years. During the period between September 1, 1914, and September 1, 1915, the available assets of the order increased \$134,948.51, or a little better than the average for the past seven years."

"With its available assets, which are created from the surplus of the assessments from members after all death losses are paid, increasing at a rate of more than \$100,000 a year, it is folly for anyone to suggest that there exists a necessity for an increase of rates by the A. O. U. W. of Kansas. As long as the available assets of the order continue to grow, and I can see no reason why they should not continue to increase at the present rate, the A. O. U. W. of Kansas will never have to undergo rate readjustment. I fully expect the available assets of the order to exceed a million and a quarter dollars before the session of grand lodge in Atchison."



UP-TO-DATE

Good Overcoat Days

Here Now



We Want to Talk Overcoats to You

It is surprising the chances men will take in their clothes buying. They'll pay somebody a low price for a Suit or Overcoat without even a hint of a reputation and in about a week or ten days they find their bargain spells "bunk."

Every garment we sell we are backed up by the makers and can furnish you a new garment if anything goes wrong. You know it's hard to get something for nothing. We say pay \$10, \$15 or \$20 and get the best that money will buy.

Our Mackinaws, Raincoats, Sweaters, Duckcoats, Underwear never were better. None but the best makes do we buy.

Watch our store. Watch our business methods win.

Headquarters for Boys' Suits, Overcoats, Hats and Sweaters.

HARRY C. LITTS CO.

Abilene's Fashionable Clothier and Hatter



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MOTORS AND MOTORISTS

Jacob Brown has purchased a model 55 seven passenger Buick of E. E. Coulson.

If at any of the gasoline pay stations along the route where you purchased "gas" on your summer's automobile tour, you thought that you got a big five gallons or more often thought you were "gipped," you more than likely visited a station, which since then has been visited by the state sealer of weights and measures. In an inspection trip over the state he found that many gasoline pumps were not accurately set and needed adjustment before they would again measure correctly. E. F. Stimpson, the inspector, has said that the dealers were not in any of the cases trying to cheat the autoist, but was simply careless with their pumps.

Finding it useless to try to evade the license law by using counterfeited Kansas tags, another scheme has been tried. At Junction City one of the state inspectors found what appeared to be genuine tags of other states, but were in reality poor imitations. One well-to-do farmer at Marysville was fined \$21 for using a repainted license tag.

The farmer is a shrewd motor car buyer, according to a sales executive of one of the large automobile manufacturers. He says: "When the farmer buys a motor car he has 'to be shown.' He doesn't take anything on say so. And he particularly searches for the hidden quality. The average city man is very strong for looks and design but only in rare cases is he possessed of much knowledge of mechanics and then, too, he is schooled in the proposition that even if something goes wrong with his car it is only a step to a garage."

A prominent Abilene banker said recently: "It is remarkable the way the farmers are buying automobiles."

They come in the bank, say that they want to buy a car and have the wheat in the bins. The wheat is as good as gold. We make them a loan and they go out and buy the best car on the market."

Abilene has taken another step toward city autodom. She has come up through all the stages of ones, twos, fours, sixes, eights and electrics, and now she has a real limousine. C. E. Dyer, the hustling Overland agent, has one in stock, which some progressive Abilenite will buy.

Lloyd Allgarth and family, who have been visiting at the John Thorne home, drove to Abilene from Beatrice, Neb., one afternoon in three hours and a half. Going some on country roads, is it not?

The car owners, with their automobiles, are like the commonly called "pop" bug, which inhabits the warm south side of the buildings on autumn and spring days when the sun is shining. They come out thick in the same seasons when "Old Sol" puts in an appearance.

Scientists have discovered a new motor fuel which is made from the sugar-house waste. But it remains to be seen how that will fatten the motorists' pocketbooks with sugar rising in 25 and 50 cent bounds.

The Anti-Horse Thief association has opened its membership to automobile owners. Now is the time for the rural auto owners to protect themselves.

Trustee's Sale For the purpose of dividing the estate, I am offering at a bargain the residence of the late J. B. Pooler on East Eleventh street, Abilene. Six room house, good cellar, lot 75x299 feet, small barn, city water. For further information write or see Joe Clemmens, trustee, Abilene, Mo. P. O. 7.

VILLA DEFIES ALL OF UNITED STATES

Boasts He Can Whip Americans, Too, If Necessary

ARMY IS IN DESPERATE STRAITS

Prepares for Attack on Agua Prieta Where He Can Obtain Supplies for Soldiers—Promises No More Protection

El Paso, Nov. 1.—Carranza's forces, 7000 strong, are awaiting Villa's attack at Agua Prieta. The rebel leader says he is well equipped and has long range field artillery which is trained on Carranza's camp. The attack is expected any time.

Douglas, Ariz., Nov. 1.—General Francisco Villa began moving his troops into position Sunday night for an attack on Agua Prieta, Sonora, opposite here, regardless, he personally declared, of any consequence or effects from the United States.

"If necessary I will fight the United States army assembled along the border," Villa asserted, after hearing for the first time that the American government had given permission for Carranza to transport troops from Laredo and Eagle Pass, Texas, to reinforce the garrison at Agua Prieta.

"Agua Prieta will be mine," he asserted, "Americans or no Americans."

Pointing his finger toward it, he added:

"There is food and rest for our men. We may have to fight the whole American army if necessary, but no matter, it will be ours."

Villa asked again if it were true that the United States government had permitted General Carranza to transport reinforcements over Amer-

ican territory, then continuing he said:

"This is the way the United States repays me for the treatment and protection I have given foreigners in Mexico. Hereafter I don't give a — what happens to foreigners in Mexico—or in my territory."

"I am through with the United States. I can fight my battles. Let them fight theirs."

Villa, according to reliable estimates, has 10,000 soldiers. He claims to have 18,000. The battle may begin at any moment.

FARMERS CUTTING WHEAT THAT WAS THOUGHT LOST

Hiawatha, Oct. 30.—The dry, warm weather of the past ten days has dried up the fields so much that farmers who had left tangled wheat to rot in the fields can now cut it. Along the state line between here and Rulo several farmers, who had thought that their entire crop was lost, have been able to get into the fields and are cutting it. On one farm a 40-acre field was tested out and it was found that the grain will much more than repay the cost of cutting and threshing.

Feed Out Your Hogs Six Weeks Earlier

In every lot of hogs on feed two or three fatten quickly and actually eat less than others. If all would fatten like these, the entire drove would be ready for the market six weeks earlier, and to save six weeks' feed is an item that you fully understand.

The hog that fattens easily must be in prime physical condition. The B. A. Thomas Hog Powder is a conditioner for hogs. It keeps their system clean and healthy and enables them to fatten quickly and without falling a prey to the usual diseases of hogs. The B. A. Thomas is not stock food. It's straight medicine, and we teach the agency business to feed out your hogs much earlier. C. B. Braybill.